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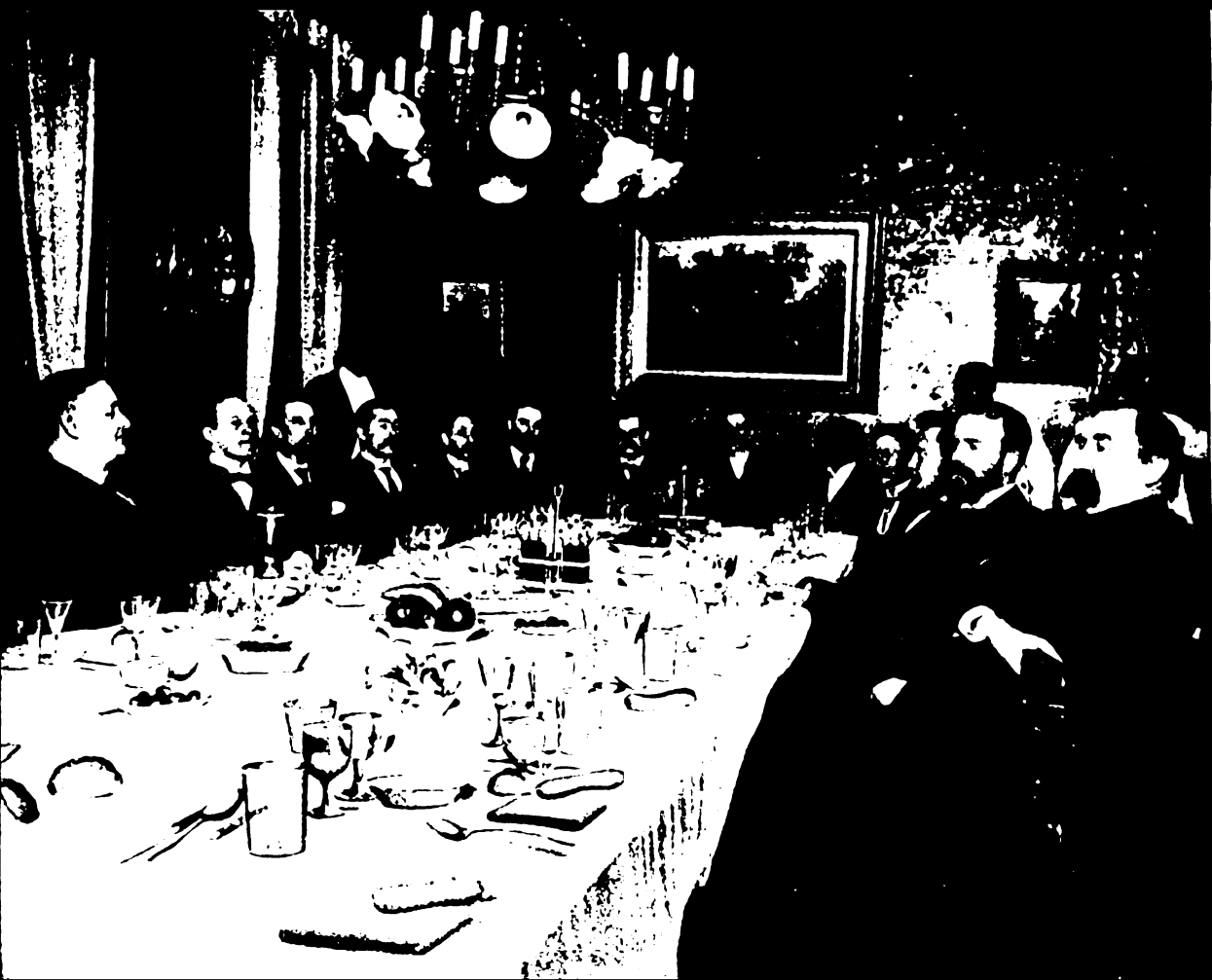
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The Spatula

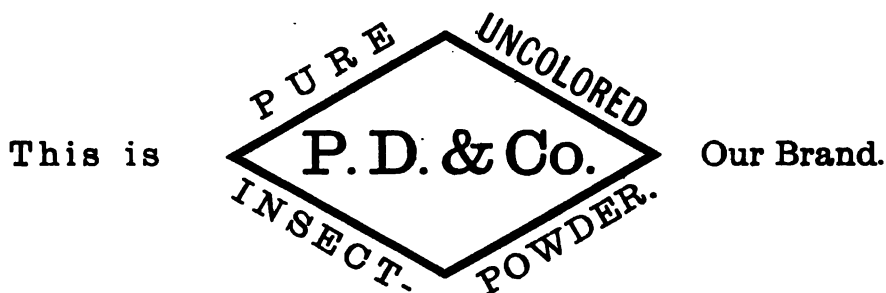
CRUDE DRUG DEPARTMENT.

Parke, Davis & Co., New York.

Offices, 90, 92, 94 Maiden Lane.

Warehouses, 9 & 11 Cedar St.

INSECT-POWDER.



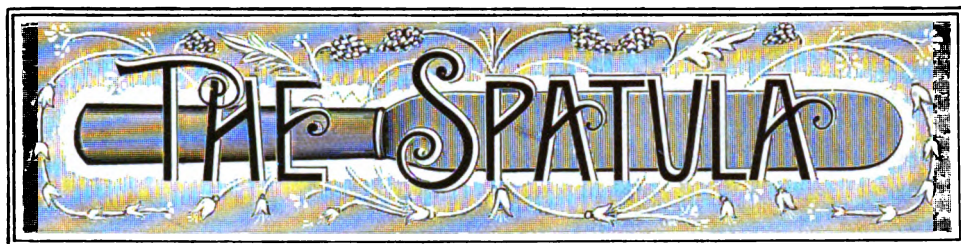
THE BEST IS ALWAYS THE CHEAPEST.

We put up two sizes — 100 lb. and 50 lb. Kegs.

The above Brand is burnt into the top of each keg.

We are headquarters for strictly prime

LO FO TEN NORWEGIAN COD LIVER OIL.



AN ILLUSTRATED MONTHLY PUBLICATION FOR DRUGGISTS.

"KEEP SWEET."

VOL. I. No. 5.

BOSTON, FEBRUARY, 1895.

{ 10 CENTS PER COPY.
50 CENTS PER YEAR.

Advertising Rates upon application.
Suggestions and contributions earnestly solicited.
Prompt attention given to all correspondence.

THE SPATULA PUBLISHING CO.,
8 OLIVER ST., BOSTON, MASS.

EARLIER EDITIONS EXHAUSTED.

There has been such a demand for copies of our October, November and December issues, that our stock is almost exhausted. On the few that are left we feel obliged to advance the price to twenty-five cents each. New subscribers however, who wish to begin with Vol. I., No. 1, will be furnished with these numbers, and a subscription running throughout 1895 for \$1.00.



THE SPATULA intends soon to have a great deal to say about window dressing. In the meantime, it will simply advise its druggist readers to redress their windows once a week, or, if they are too busy or too indolent to do that, to make a change as frequently as they can find the time and the necessary energy. If the desired opportunity never comes, or if the spirit never moves them THE SPATULA beseeches them for the sake of the profession to

dust their windows at least once a year. Cobwebs in a window are chains across the doorway.

* *

The circulation books of THE SPATULA are always open—for new subscriptions.

* *

THE SPATULA has more than double as many subscribers as it had at this time a year ago.

* *

THE SPATULA has the largest circulation in the United States, *i. e.*, larger than it has in any other place.

* *

A subscriber writes that he prefers a paper without any formulas to a paper with so many formulas that don't work.

* *

We are grateful to those of our subscribers who have taken enough concern in our welfare to send in suggestions as to how we may be made of more value to our readers. Many of the ideas proposed seem to us excellent and some of them will probably sooner or later be adopted.

We begin in this issue to give a series of practical guides to retail druggists as to the best methods of advertising their wares. The cuts used will be for sale and will be found well adapted for use in local papers or for circular matter.

* *

It is a question how far a druggist ought to guarantee any part of his stock. If he makes any preparations of his own he should of course be more willing to guarantee these than those of other manufacturers. When he has guaranteed an article, however, he should stick to it and give the money back when properly demanded as cheerfully as he sold the goods in the first place. There is a large store in Boston that has followed this practice for years, and it is one of the best known, most progressive and most successful in the city. It pays to be honest.

* *

Elsewhere in this issue we present our readers with a full-page half-tone picture of the Boston Pharmacists' Club at work. It will be noticed that each has a spatula at his right hand and another useful tool at his left. The club is just on the point of making one of its monthly analysis of various articles of food. The club manages to get a good deal of fun as well as much desirable experience and knowledge out of these gatherings, and it is safe to say that each of its members will live two or three years longer than he would have lived had he not been a

member. The idea is a most admirable one and one that should be imitated in every town and city in the United States. It is much better for druggists in the same place to come together once in a while, to eat off the same table, and to turn down the same wine glasses, than it is to be looking daggers at each other all the time and playing, like boys, petty tricks upon one another. Business is business, but, after all, it is the smallest part of life. It is not a sin, even for a druggist, to be cheerful, nor a crime to be happy.

WHAT SHE WANTED.



A vision bright comes in
the door
With cheeks as red as
roses,
And eyes an angel might
adore.
The clerk of course sup-
poses
She wants a glass of soda
hot,
Some rouge, or perfume
sweet,
Or something dainty else

he's got

Her beauty to complete.

But he scarce stands upon his feet,
As she with grace and ease,
Requests, in accents mild and sweet,
"A lung protector, please."

Boston, Mass.

I. P. F.



MR. MINER L. H. LEAVITT, PH. G.



HE Secretary of the Massachusetts State Pharmaceutical Association was born in Auburn, Me., sometime during the year 1863. At an early age he was christened Miner L. H. Leavitt and is still known by this name. His early education was obtained at the Portland High School and in the Boston Latin School. He is also a graduate of the Massachusetts College of Pharmacy, where during his course he was one of the bright particular stars of this institution, being president of his class and the recipient of the Faculty prize for the best thesis.

He began his professional career with Messrs. Canning & Patch, Boston, where he remained five years, only leaving them to enter business for himself as a proprietor, at the corner of Charles and Chestnut Streets, Boston. In March, 1888, he purchased the store, 65 Cambridge Street, in which he has since been located. This is one of the oldest drug sites in Boston, and has been occupied by a pharmacy for almost one hundred years. Mr. Leavitt finds no difficulty in keeping up the reputation of the establishment, and if its future depends upon its present success it has as long a life before it as it has behind it.

Mr. Leavitt is a social and clubable man, and believes in joining everything that is worthy of his co-operation. He became a member of the State Association in 1889, and in the same year



was elected Chairman of the Committee on Papers and Queries. In 1891 he was appointed local Secretary, and at the annual meeting was elected permanent Secretary and has been re-elected at each meeting since. He is a member of the Board of Trustees of the Massachusetts College of Pharmacy, a member of the American Pharmaceutical Association, of the Pharmacists' Club of Boston, of the Apothecaries' Guild, of the Boston Drug Association, of the New England Retail Druggists' Union, etc., etc. He is also a good Odd Fellow and an enthusiastic Knight Templar.

Although our picture was made from a recent photograph it does not quite accurately represent Mr. Leavitt as he is today, as he is at present wearing a few whiskers. He has changed, however, in no other respect and is the same genial companion and constant friend as ever.

MR. FRANCIS MASON HARRIS.



THE Massachusetts State Pharmaceutical Association at its last annual meeting held in Worcester, in June, unanimously elected as its president, Mr. Francis Mason Harris, whose picture graces the present number of *THE SPATULA*. Mr. Harris, as is revealed by our portrait, is yet a young man, having been born but a few years before the war. He is a thorough New Englander. Connecticut has the honor of being his birthplace and Massachusetts the distinction of being his adopted home. His entire life up to this time, so far as we have been able to discover, has been passed within the boundaries of these two States. It is possible at some time he may have travelled as far north as Maine and as far south as Jersey, but of such wanderings we can find no record.

At Amherst College, where he received the most substantial part of his general education, he gave especial attention to the studies of botany and chemistry, and greatly pleased his professors by the progress he made in these sciences. It was here the idea of becoming a pharmacist first occurred to him. At his first opportunity he accepted employment in a drug-store and began, we believe, as usual by washing bottles and trying experiments. This was in 1874, at the pharmacy of Mr. Samuel K. Orr, a name

well known to all the older Amherst graduates.

After three years of store instruction, he made up his mind he wanted to know more of the scientific side of pharmacy and accordingly migrated to Boston, where after a short employment with Mr. A. S. Wilbor, he entered the Massachusetts College of Pharmacy. Here he put in two good years of solid work, and graduated in 1879. The following year he moved to Worcester and formed a partnership with Mr. F. C. Fairchild, under the firm name of Messrs. Fairchild & Harris, a co-partnership which lasted but one year. At the end of that time the senior member retired and Mr. Harris succeeded to the entire business.

Mr. Harris is one of the best educated and most progressive pharmacists in New England. He believes much good to druggists can be accomplished by organization, and has been and is an earnest and prominent worker in the Worcester County Druggist Association, which he helped to form and of which he has been president for two years, in the New England Retail Druggists' Union, of which he was also a founder and one of the officers, and in the Massachusetts State Pharmaceutical Association, of which he is now president.





MR. FRANCIS MASON HARRIS.



THE DRUGGIST AND THE LAW.—LAW OF CARRIERS.

BY GEORGE H. FALL, PH. D.

Lecturer in the Boston University Law School.

The law of carriers is important for the chemist and apothecary to know, because valuable drugs, chemicals and liquors are constantly being moved from place to place, and when spilled or damaged the question instantly arises, Who is liable therefor?

Now this law is very old and very interesting. It is principally deduced from the decision given by Lord Chief Justice Holt in the ancient and celebrated case of *Coggs vs. Bernard*.

In the second year of the reign of Queen Anne, a certain Bernard agreed to take up several hogsheads of brandy in a cellar and to lay them down again in another cellar near by. Bernard began his task, but through his negli-

gence and that of his servants and agents, one of the casks was stoved and a great quantity of brandy was spilt.

Coggs, owner of the brandy, sued him, and after trial a verdict was rendered for the plaintiff. Then Bernard moved to have the judgment arrested, for the reason that he was a common porter and received nothing for his pains in moving the brandy.

After an elaborate review of the facts in the case and of the Roman law on the subject, Lord Holt laid down the following rule :

" If a man undertakes to carry goods safely and securely, he is responsible for any damage they may sustain in

the carriage *through his neglect*, though he was not a common carrier, and was to have nothing for his carriage."

The undertaking to carry is itself a sufficient consideration. No matter whether the defendant is to be compensated for his services or not, if he voluntarily undertakes to carry goods, he is liable for any damage which arises through his negligence. If he is not negligent, however, he is not responsible for what happens. If a box of valuable drugs be stolen, the carrier without hire will not be held liable for the loss of the property, provided he has used ordinary care. In one case, ambergris was sent from Sacramento to San Francisco by a steamer, notwithstanding notice that it would not charge or become responsible for such merchandise. It was, however, accepted and carried on these terms, and when the boat reached its destination late at night, the clerk went up into the city leaving the ambergris in his office, locking the door, but not putting the ambergris in the safe, and in his absence the door was burst open and the ambergris stolen. An action was brought to recover its value from the owners of the steamer as common carriers, but the court decided that there had been no such negligence as to charge them as gratuitous carriers, and that no recovery could be had against them as common carriers, because they had received no compensation for the service.

Thus we see that only clear negli-

gence will make a *gratuitous* carrier liable.

What is the rule of law when a carrier receives a compensation for his services? In this case we shall see that his diligence must be far greater and he will be liable for a much less amount of negligence.

We will consider, first, the case of a private carrier for hire. Such a person is one who makes no public profession that he will carry for all who apply, but who occasionally undertakes for compensation to carry the goods of others upon such terms as may be agreed upon. Much of the stock in trade of our New England drug-stores is moved in this way.

The test of liability in this case is the extent of the diligence and care which have been exercised by him. For instance, the defendant's wagoneer was intrusted with a cask of valuable perfume to be carried for hire. Upon the way the wagoneer was informed that the cask was leaking, but took no steps to ascertain whether the information was correct or to stop the leak. Several hours, however, after he had been told of it, he took the cask out of the wagon and saved what remained of the perfume. Upon suit being brought by the loser of the perfume, the court decided that the defendant had misconducted in not performing a duty which, by his wagoneer, he was bound to perform, and the rule of law may be said to be, that if a man agrees to carry goods for hire, although not a

common carrier, he thereby agrees to make good the losses arising from his own negligence or that of his servants,

although he would not be responsible for losses by thieves.

THE BOSTON PHARMACISTS CLUB.

IN 1885, a number of prominent Boston druggists met together and organized themselves under the name of the Suffolk Drug Company. Although this was purely a business affair, it was, nevertheless, the seed from which sprouted and grew the present Pharmacists' Club, nearly all the members of the former being numbered among the organizers of the latter body.

Although the club is primarily a social organization, business and matters of general interest are always informally discussed and sometimes are the principal object for meeting. During the winter months the meetings are usually devoted to a careful investigation and analysis of the cuisine of some one of the leading hotels of the Hub, usually Young's or Parker's. In the summer, a fishing-trip "down the bay" for the festive cod always attracts a good party. (By the way, the members are noted for extolling the superior virtues of their *oleum morrhuæ*, and, perhaps, these fishing-trips may account for it. Some of them can tell

most wonderful fish stories, especially concerning *fish* and the "Pharmacopaiba.")

With invited guests, ladies' day now and then, and the usual interesting after-dinner talk, the club maintains its activity of ten years ago and continues to grow in membership. The good feeling prevailing and the new acquaintances formed are the source of much pleasure, profit and pleasing reminiscence.

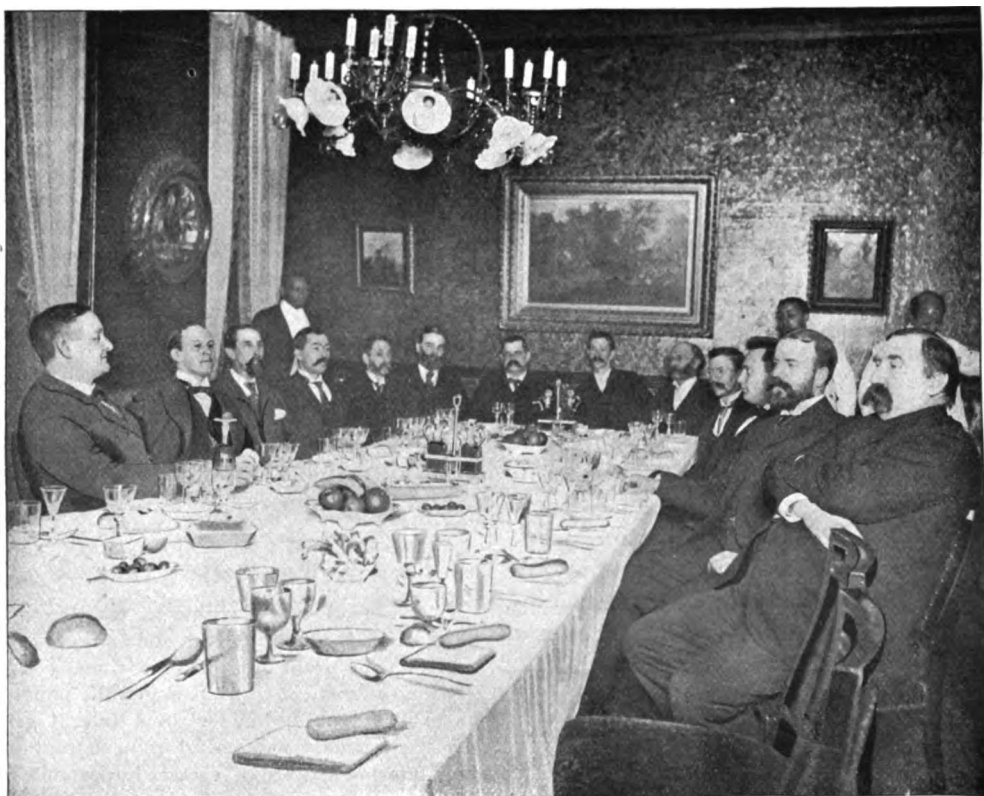
The first president of the club was Mr. G. W. Cobb, and his successors have been Mr. E. C. Marshall, Mr. Henry Canning and Mr. C. E. George, the present incumbent. The other officers are Mr. James T. Jones, vice-president and Mr. C. A. Miller, secretary.

The illustration shows the crew ashore. Equipped for sea service they would certainly make an interesting snap-shot.

Does the Continent contain a jollier or better-looking Pharmacists' Club? Boston awaits the answer.

ONE OFEM.





THE BOSTON PHARMACISTS CLUB.

THE SPATULA.

AS SMART AS A MAN.



It gives us pleasure to add to our series of sketches and pictures of women who have achieved success in pharmacy and the allied businesses, that of Miss Nellie M. Horton, who, during a connection of a dozen years or so with the Beeman Chemical Company, of Cleveland, O., has shown a creative and executive business ability, of which even a man would have no reason to be ashamed. In fact, not one out of ten thousand of the stronger sex could have done in the same time what she has done.

In the first place, it was she who first conceived the idea of combining pepsin with gum, and Dr. Beeman has been generous enough to give her full credit for the brilliant idea, as well as a good slice of the stock of the company, which, since 1890, has been successfully manufacturing such an article

under the trade mark of the doctor's classic features.

Miss Horton was born about the beginning of the war, and received from the public schools a good general education, as well as a knowledge of the elastic virtues and gastronomic defects of ordinary gum, which later in life led to her fortune. She had not been in the employment of the Beeman Chemical Company many weeks before her exceptional ability was recognized, and she received full charge of the position of general correspondent and book-keeper. Greater responsibility was from time to time thrown upon her shoulders, until now she is not only a prominent stockholder but general manager and assistant secretary of the concern.

JUST WHAT HE WANTS.

I have read every article in the January SPATULA with much interest, and in the future shall try to profit by some of the many suggestions offered. I think it is just the paper I have been looking for, for some time, it giving such timely and useful information, on such questions as are of special importance to druggists, presented, too, in a very attractive and bracy style. As proof of my appreciation, I inclose stamps to the amount of the subscription, 50 cents. Wishing you much success. I am,

Very truly yours,

J. THOS. HOLLAND,

Centreville, Md.

M. Auguste Strindberg, a Swedish dramatic author and chemist claims to have discovered the divisibility of sulphur.

RETAIL DRUG ADVERTISING.



THE retail druggist who advertises with success must be on the alert. Standing ads. will not do in the drug line. If a man is selling mouse-traps or razor-strops he may with propriety keep the same ad. standing the twelve months through; but if he is selling drugs he should keep his finger on the public pulse and always know just what the public wants, and advertise that one particular thing when the public wants it. Medicines are much like a fire-escape—as a usual thing people don't want them at all, but when they do want them, they want them very badly. It behooves the advertising druggist, therefore, to keep before the public the special thing it has got to have at that particular time. In other words his advertising must be seasonable.

I do not mean by this that he must simply advertise cough medicine in the winter and anti-febriles in the summer, but that he should watch all changes in the weather and in public health, day by day, and advertise accordingly. When the weather has been particularly harrowing, and he finds that he and his children, the hired girl and the people at the office have all got bad colds, he might well assume that everybody had a cold and boom his cold-cures. If he finds that grip is coming around, let him not wait till it has become town-talk, but let him display his grip antidotes in newspaper and in window. I am not at all sure that it wouldn't be a good idea to watch the weather bureau reports and when they promise something particularly nasty, to make a big headline of it, with an accompanying exhibit of the appropriate preventives and remedies.

When it gets along the latter part of May, and we have two or three of those sweltering days which our New England climate always amuses itself by dealing out to us ahead of the season, advertise your obesity pills and anti-fats, because people are just in the mood then



"Dearly beloved brethren, I'm going to stop this sermon right here. How can I preach when two-thirds of this congregation are coughing their heads off? I earnestly commend you before next Sunday comes, to go to Goodstuff & Lowprice and provide yourselves with their famous 'Cough Quencher,' which costs but 23 cents a bottle, and cures a cold like the touch of magic. The congregation is dismissed."

Electrotypes of this cut will be sold to subscribers of THE SPATULA at cost, or for 75 cents. To any one not a subscriber, we will send the cut and give a year's subscription to THE SPATULA for \$1.00.

to want to get rid of every superfluous pound.

Speaking of anti-fat recalls to my mind a standing ad. that I saw last October in one of the big magazines; it was a quarter of a page and it must have cost fifty dollars, and it began with a big headline, "Reduce your weight before hot weather." Now that ad. had prob-

ably been inserted the preceding April, and owing to somebody's negligence or slothfulness, it was running (together with the bill) serenely on, when it had not only outlived its usefulness but when it had become positively absurd, for very few people in this part of the world are worrying themselves about hot weather when they are six months of shovelling snow ahead. So change your ad. as often as conditions change, and talk about the particular thing that the public particularly needs.

Another good idea (or at least so it seems to me) to keep in mind in retail drug advertising when the conditions are ordinary and there is no special article in particular demand, is to create a special demand for something you have by advertising some staple article, which has a fairly stable and well-known price, at an exceptionally low figure. Sell it at cost or even below if necessary, but take some one particular thing and make its price so attractive that people will come in to buy that. They may buy nothing else the first time; but it's a great thing to get people in the habit of coming in. You'll get their money sooner or later. Take, for instance, whisk-brooms, or tooth-brushes, or sponges, and put them down to the lowest notch,—or sell some staple five-cent cough drop for three cents. You can keep your other prices up as high as ever, but people will think because this one thing is marked so low that they are getting exceptional value for their money in everything; an excellent idea for the thrifty and money-saving public to entertain.

It is not a bad idea occasionally to spring an illustrated advertisement upon the public,—or, indeed, a series of them. Of course with the big city dailies which charge such infernal prices for inserting cuts, the modest advertiser feels some little hesitancy about going very deep into pictures; but in some of the smaller papers that you are advertising in, or in those programmes which your friends are always inveigling you into,—particularly where these publications use a good quality of paper,—illustrations will cost no more than

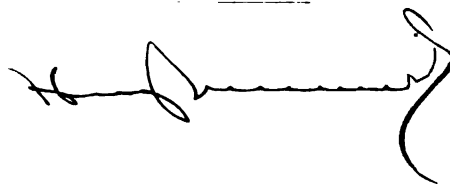
straight composition and will be, I think, more effective, especially if there is only a little reading matter under them, and that is set in reading type. After you have used several of these illustrated ads. you can bring them together in a little book of twenty or twenty-four pages, putting an illustration say on alternate pages. If the book is neatly printed, and got out in attractive form, the pictures, I am sure, will serve to float the advertising and will insure the preservation of the book, while a pictureless pamphlet would probably go in the waste-basket at the office, or be used for curl papers at home. The expense of getting out five or ten thousand of these little books would be trifling.

I have given here an illustration of the kind of pictorial advertising which I think may be used where space does not come too high to good advantage. It does not cost very much to get up these little pictures, either for the artist's work or for the plate, and after you are through with the cuts there is always somebody who will be glad to buy them, for a cut has more lives than a cat—it never dies.

Of course the force of any ad. depends largely upon its environment. In a paper full of illustrated ads. a picture doesn't count for much; but a lone picture in a dreary waste of type is like the fire-bell at midnight.

JOHN P. LYONS.

68 Devonshire St., Boston.



The name of the man, whose autograph we reproduce above, is known in every drug-store in the United States and in many in foreign countries. Who of our readers can first tell us what it is?

The sponging grounds of Florida cover about 3,000 square miles.



PERFUMES.—THEIR USE AMONG THE ISRAELITES.

BY F. S. CLIFFORD, CHEMIST AND PERFUMER.



MOSES was admonished by the Lord, after the commands given as to the consecration of the priests, as written in the thirtieth chapter of Exodus, "And thou shalt make an altar to burn incense upon; of shittim-wood, shalt thou make it." He was told to make it of a certain size, four square, and the whole altar was overlaid with pure gold; the heavy rings, through which the carrying staves ran, were of pure gold, and even the carrying staves were covered with pure gold, and a crown of gold round about, was put upon it.

Aaron was commanded "to burn sweet incense upon it every morning, when he dresseth the lamps, he shall burn incense upon it." "At even, he shall burn incense upon it, a perpetual incense before the Lord throughout your generations."

Moreover, the Lord spake unto Moses, saying, "Take thou also unto thee principal

spices, of pure myrrh, and of sweet cinnamon, and of sweet calamus, and of cassia, and of olive oil; and thou shalt make it an oil of holy ointment, an ointment compound after the art of the apothecary; it shall be a holy anointing oil."

"And as for a perfume, which thou shalt make, ye shall not make to yourselves, according to the composition thereof; it shall be unto thee holy to the Lord. Take unto thee sweet spices, stacte and onycha and galbanum, these sweet spices with pure frankincense, thou shalt make a perfume, a confection, after the art of the apothecary, tempered together, pure and holy."

"Whosoever shall make like unto that, to smell thereof, shall even be cut off from his people."

The wonderful preservation of the Jews or Israelites as a distinct type of nationality, without any country or nation, through almost two thousand years of marvellous changes, which has been a time of extinction, amalgamation and cosmopolitanization to other na-

tions cannot but necessarily attract our attention to anything which emanated from them or was a custom with them, especially if observed by them as a type to represent something higher, purer and greater than mortal man. Undoubtedly, the Jews are the most ancient people extant. The Holy Scriptures furnish us with abundant details respecting them since the commencement of this globe as a habitable planet.

During their long captivity in that highly-civilized country of the Pharaohs, they became initiated in all the refinements of their masters, gradually they were being transformed from a simple, pastoral people to a polished, industrious nation; and among the many arts which they brought back with them from Egypt into their own country was that of perfumery.

Probably they had, long before that time however, discovered the aromatic properties of some of their native gums, and prompted by their natural instinct, they had offered those fragrant treasures on the altars raised to their God, as a type of adoration to him.

Noah, on issuing from the ark, expressed his gratitude to the Almighty, for his wonderful preservation, by a sacrifice of burnt offerings composed of "every clean beast and every clean fowl."

It is true that Genesis does not mention incense as having formed a part of the offering, but the very words that follow, "And the Lord smelled a sweet savor" may lead us to assume that such might have been the case.

The mountains of Gilead, a ridge running from Mount Lebanon southward, on the east of the Holy Land, were covered with fragrant shrubs. The most plentiful among them was the amyris, which yields a gum known under the name of "Balm of Gilead."

Strabo speaks of a field near Jericho, in Palestine, which was full of these balsam-trees. This gum was an article of commerce at a very early period, used for its medical, rather than its perfumery products, for the Ishmaelite merchants to whom Joseph was sold by his brethren "came from Gilead with their cam-

els, bearing spicery and balm and myrrh going to carry it down to Egypt." The royal prophet, referring to this religious custom of employing incense in the ancient temples, drew that beautiful simile of his, when he petitioned that his prayers might ascend before the Lord like incense.

It was while all the multitude was praying without at the hour of incense, that there appeared to the prophet, Zechariah, an angel of the Lord, standing on the right side of the altar of incense. All nations attached a meaning, not only of personal reverence, but also of religious homage, to an offering of incense.

The Magi, who having fallen down to adore the new-born Jesus, the Messiah, and recognized his Divinity, presented to him "gold, frankincense and myrrh." Gold representing his worth to God and man, and his prior and his future glory. Frankincense indicative of the sweetness, purity and fragrance of his life in doing good unto all. Myrrh to signify the sweet and the bitter of his sacrifice for us, the comforting thoughts that he saved us from our sins, even through the bitterness and pain of his sufferings. Primitive Christians, in a measure, imitated the Israelites and adopted the use of perfumes at some of their celebrations.

The use of incense in all Oriental churches is perpetual and almost daily. The Coptic, as well as other Eastern Christians, observed the same ceremonial in incensing their altar, the sacred vessels and ecclesiastical personages.

To the Jewish high priests the exclusive prerogative was given to offer up incense in the Temple. Korah, Dathan and Abiram with two hundred and fifty princes of the assembly, who disregarded the threats of Moses and Aaron, and violated this law, were swallowed up by the earth, with their families and their goods.

King Uzziah was likewise reprimanded at a later period by Azariah and eighty other priests, for attempting to burn incense in the Temple, and persisting in his design he was struck with leprosy on the spot.

The very severe penalties decreed through

Moses against any one disobeying God's command in attempting to use the holy oil and incense for private purposes, or even to compound similar preparations, give a very evident proof that the Israelites had brought from Egypt the habit of employing perfumes, otherwise such prohibitions would have been unnecessary.

The Israelites also imported the cleanly habits of the Egyptians, and that complete system of baths, which gave, as it were, new life to the body, and which naturally led them to use sweet unctions.

The Mosaic law required the purification of women; this caused a great consumption of aromatics. The first six months' purification

being accomplished with oil of myrrh, and the rest of the year with other sweet odors.

Esther was obliged to undergo the ordeal before she was presented to King Ahasuerus, and "she obtained grace and favor in his sight more than all the virgins."

Judith made use of perfumes as a means of allurements, when she went forth to seek Holofernes in his tent, and liberate her people from his oppression. "She pulled off the sackcloth which she had on, and put off the garments of her widowhood, and anointed herself with precious ointment and braided her hair, and put a tire upon it, and put on her garment of gladness, wherewith she was glad during the life of Manasses, her husband."

LEGAL QUESTIONS ANSWERED.

W. A. O., Boston, asks:

Is it legal for wholesale drug-houses to sell poisons in quantity to persons who are not druggists?

There is no law in Massachusetts which prevents a wholesale drug-house from selling poisons in quantity to persons who are not druggists, nor do I believe that a law to such effect exists anywhere else. There are some restrictions on the sales of poison such as making records, labeling, but there is no restriction as to the person to whom they may be sold. So in this Commonwealth the wholesale druggist selling to the retail dealer need not keep the record of sale, which the retail dealer must keep when selling to his customer, but perhaps if the wholesale dealer should sell to *one not in the trade* the courts would compel him to come under the rule mandatory upon a druggist. But the sale of poisons

either at wholesale or retail is not restricted as to purchasers, and a grocery store or dry-goods store can *buy* poisons in quantity as well as a druggist. Whether they have the same right to sell it is quite another question.

From "Apothecary," Ansonia, Conn.

What steps can be taken by a retail apothecary so that in case of serious mistake by a clerk, he would not be liable for damages beyond the value of the business.

If the store was a joint stock company would there then be any personal liability to the owner or owners of the stock?

Please reply stating any information of importance on the subject.

The measure of damages in a case of this character does not vary by reason of the wealth of the apothecary and cannot be limited except by a legislative act.

But a corporation duly organized under the laws of Massachusetts, or with few exceptions of any other State, and carrying on a drug business under its corporate name, would not be liable beyond its capital and property.

The individual stockholder is not liable for the damages. The corporation is a separate and distinct person, even though it be not a natural person. If, therefore, a corporation is legally formed under the general laws of the State, the satisfaction of its debts would be limited to its own corporate property and the wealth of the individual stockholder would not ordinarily be taken to pay the debts, liabilities or damages of the corporation.

There are of course exceptional instances where directors of a corporation would have special liability, but the given case of a clerk's serious mistake does not come under the exception.

The law of corporations and their stockholder's liability differs in various States. In some States every stockholder is liable for his proportion of the debts above the capital, according to the proportion of his shares in the capital stock. In other States the liability is double the amount of his stock and so it varies. The words and manner of forming a corporation for this purpose in Connecticut, will be found in its local laws and any reputable lawyer would be able to draw up the papers.

Aside from this the Legislature might pass a law limiting the liability of druggists for the acts of their clerks, but I doubt if the public would consent or approve of such legislation. Every other trade or business would demand equal immunity and with equal propriety.

Druggists are earnestly requested to send to us any legitimate questions concerning the law affecting their business which may occur to them. Questions sent to us in good faith, the answers to which will be of general interest to the trade, will receive prompt attention.

When the dentist act was passed in England, in 1878, no less than 480 persons, not recognized dentists declared they were tooth pullers and had a bona fide clientage. Among these were chemists and their assistants, barbers, blacksmiths, etc.

PROPRIETOR AND CLERK.

The relationship existing between the proprietors and clerk should be most mutual. Unfortunately, it is not always so, and hence some of our ill-managed and mismanaged pharmacies to-day.

The proprietor should treat his clerk with respect just as much so as if he were one of his own family. He should have a friendly and kindly interest in him, and he should endeavor to instil into his mind principles that will build him up and tend to make him a useful man not only in his own store but in the community in which he resides. The proprietor who comes down to the store in the morning crabbed and cranky and remains in this mood all day, is not the proprietor who has the best clerk, and if, perchance, he does get a good clerk he does not keep him long.

On the other hand the clerk should be faithful to his employer. He should be working for his employer's interest. He should at all times be neat, clean and courteous, and his sole aim should be to make the store over which he is clerk the brightest, the cleanest, the neatest and the best paying store in the community. To some clerks this may seem all folly, but to a great extent the store of to-day is judged by the clerk employed therein.

Proprietors be kind to your clerks; treat them as you would your customers, with politeness and consideration, and you will find that in most cases they will gladly respond.

Clerks, be faithful to your employer. Show him that you are working not simply for your wages, but for the uplifting and upbuilding of the profession, and you will find that your employer will appreciate this.

WARD B. EDWARDS.

Utica, N. Y.

SMALL BUT "BRIGHT."

Enclosed find 50 cents for one year's subscription to THE SPATULA. It is the brightest little paper I have seen yet. Please send advertising rates. GEORGE C. KETCHUM.

Lawrence, Mass., Jan. 26, '95.

THE NEW YORK MARKET.

This is an original and authentic report of the New York drug market, written especially for the Spatula, by one who is acknowledged to be one of the best posted men in the United States on the conditions of the market both at home and abroad.—ED.

There is a certain degree of pleasure in writing the short review of the market for THE SPATULA at this time, from the fact that there has been during the past month and is at present, such a brightness in the market, as to revive the feeling of buoyancy that, as a rule, marks New York wholesale merchants, but which for a long time past has been more or less absent. During the period of depression, stocks throughout the interior of the country, without question, were allowed to run very low. That these stocks have become very largely depleted is shown by the constant heavy orders that are being received by the wholesale druggists of this city. As is natural under such circumstances, there has been a marked upward tendency in prices. The space that can be allowed in your valuable journal to this letter is so small that I shall not be able to give any extended review; but the following will be of interest to your readers:

OPIUM

has suffered a marked decline, and dispatches from Smyrna are to the effect that very great weakness is felt there. As a consequence the domestic manufacturers of

MORPHIA

made a drop in their price last week of ten cents per ounce.

COCAINE

as intimated in my letter of last month, has sustained a further advance of twenty-five cents an ounce, and it is generally expected that another advance of some character will take place before the close of the month.

NORWEGIAN COD LIVER OIL.

Up to the present, authentic reports have been received to the effect that the fisheries have proved an absolute failure. As the season advances there may be some improvement, but fishermen are discouraged. It is found that stocks in every country are exceedingly light, and high grades of oil, therefore, have almost doubled in price within the past few weeks, and an upward tendency is still shown. No one would be surprised if the oil should reach almost unheard of figures during this week.

SPANISH SAFFRON,

owing to very light supplies and poor prospects for the coming crop, has advanced about \$2.00 a pound.

CARDAMON SEEDS,

of all varieties, are higher and advancing.

MENTHOL

has taken a jump of \$1.00 a lb. in wholesale circles.

BALSAM PERU.

The stock being very small has been concentrated into the hands of a few dealers, and the price has been advanced from 50 to 75 cents a lb.

CITRIC ACID

continues very weak in price, without any indication whatever of advance. This will interest those who are looking forward to the soda water season.

The above is sufficient to indicate to your readers that, in general, prices are as low on the entire line of drugs as will be reached. There is but little risk on the part of pharmacists now, in buying liberally of such articles as their specific locations bring into prominent demand. Men do not like to pose as prophets, but there is but little risk in the statement above made, as all indications point to continued and greater activity, which condition is always followed by advance in prices.

New York, Feb. 15, 1895.

WHAT TO READ.

An index of some of the more important articles of especial interest to druggists in the papers and magazines.

ABBREVIATIONS.

A. D.=American Druggist.	Mk.=Merk's Market Report.
A. Z.=Apotheker Zeitung (N. Y).	M. D.=Meyer Bros. Druggist.
B. Ph.=Bulletin of Pharmacy.	Mon.=Monatsblatt.
Ca. D.=Canadian Druggist.	N. D.=National Druggist.
Cal. D.=California Druggist.	N. E. D.=New Eng. Druggist.
C. & D.=Chemist and Druggist (London).	Rep. de Ph.=Repertoire de Pharmacie (Paris).
D. C.=Druggist Circular.	Sp.=Spatula.
Era=Pharmaceutical Era.	c=col.
J. Ph.=American Journal of Pharmacy.	p=page.

Anti-toxine, What Is It?—C. & D., Jan. 5.

Anti-toxine Treatment of Diphtheria—Med'l Bulletin, Jan.

Alcohol Tax—M. D., Jan., 2½ c.

American Colleges of Ph'cy—series ill. art's—Unl. of Wis.—M. D., Jan.

Absinthe—Trans. from La Nature—B. Ph., Jan., 2½ p.

Adulteration of Insect Powder—D. C.

Advertising That Doesn't Pay—Spatula, Jan., 2 p.

Alexins and Anti-Toxins—B. Ph., Jan., 2 c.

Basham's Mixture—Cal. D., Jan., 1½ c.

Bakteriologische Probleme—A. Z., Jan., 3½ c.

Borax, Sources and Application of—D. C., Jan., 3½ c.

Boards of Pharmacy—B. Ph., Jan., 5 p.

Cola Nut—Consular Reports—Dec. '94, 2½ p.

Chlorobrom in Sea Sickness—Lancet (London) Jan. 12.

Carbolic Acid in Surgical Dressings—D. C. Jan. 3½ c.

Camphor—D. C., Jan., 2½ c.

Cocaine Poisoning—D. C., Jan., 1 c.

Cellulose, Recent Application of—D. C., Jan., 4 c.

Cow's Milk, Chem'l Ex'n of—M. D., Jan., 4 p.

Cristallisation des Sirops—L'Union Pharmaceutique, Jan.

Drug Clerks—Steps Toward Success—Ca. D., Jan.

Druggist and the Law—Spatula, Jan.

Electricity in the Drug Store—Spatula, Jan.

Florida Sponge Industry—Scientific Am'n, Jan. 19, 2½ c.

Fleuckiger, Prof.—Era, Jan. 10.

Glycerine of the Market—D. C., Jan., 3 c.

Hot Soda—How To Make It Pay—Spatula, Jan., 1 p.

Incompatibility of Drugs—B. Ph., Jan., 5 p.

Iodides—Co-operative M'ty of—C. & D., Jan. 15.

Licorice Root in the U. S.—J. Ph., Feb., 6 p.

Microscope in Pharmacy—D. C., Jan., ½ c.

Progress in Bacteriology—Scientific Am'n, Jan. 26.

Pharmacopœias, History of—Era, Jan. 3, 10, 17, 24.

Pharmacist at Work—Mk., Jan. 1.

Perfumes of the Ancients—Spatula, Jan., 2 p.

Pharmaceutical Club of N. Y., Spatula, Jan., 2 p.

Spagirlists—Era, Jan. 24, 3 c.

Saps and Secretions Used in Pharmacy—J. Ph., Feb., 8 p.

Titration of Pure Alkaloids—N. E. D., Jan., 3c.

Vegetable Mysteries—C. & D., Dec. 29.

Zukunft des Apothekers—A. Z., Jan. 3½ c.

THE SERUM IN GEORGIA.

Mrs. Napoleon Bonaparte Johnson. — Have you got any of dis heyah anti-toxine I done hearn so much about?

Mr. Capsule. — Has your little girl the diphtheria?

Mrs. N. B. J. — Oh, no, sah, she's right pert; but my ole man he's been 'toxicated now gwine on since befo' Christmas, and reckoned dis heyah anti-toxine might help him some.

COMPRESSED TABLETS.

Some sponges are sold for \$100 a dozen.

In 1894 eleven pharmacists ended their life by suicide in Germany.

The first use of petroleum in America was a specific for rheumatism.

It is estimated that no less than \$900,000,000 is invested in electrical machinery.

The German Government inserts false teeth into its soldiers free of charge.

"Ou yoku Zuki Nippon Yoku Kiyoko ho" is the name of the Japanese pharmacopœia.

Only 540 patents for medicines were granted in the United States during the decade of 1880-90.

There is only one apothecary shop in Paris that is owned by a woman. In Brussels there are five.

In Germany the licenses for apothecary shops are limited, as nearly as possible, to one for every 10,000 population.

The courts hold that payments made on a running account, when not otherwise specified, are to be applied to the oldest items.

According to the recently published Medical Directory there are in Great Britain 32,590 doctors as against 31,772 in 1894, and 30,759 in 1893.

Lipoxanthin is the name of the derivative of carotin, which has been isolated from the arillus of the fruit of *aspelia laungensis* by Dr. Herman Schrotter.

At the end of 1894 there were 5,215 pharmacies in the German Empire to provide for the needs of a population estimated at 51,400,000. There are four times as many doctors.

A surgeon in the Dutch army has discovered a cranium of the *pithecanthropus*, which he believes is the missing link. If the animal or being is anything like its name, it might as well have staid missing.

THE DEPARTMENT STORES.

We are not among those who would advise the druggist to work himself into a conniption fit over the fact that a few of the "department stores" have taken to selling some of the best known but least profitable patent medicines, rotten sponges and vile perfumery. So long as the proprietors of these elephantine establishments confine the charge of their "medicine departments" to three dollars-a-week sales-ladies who know hardly enough to read the price-marks upon the packages, and who never saw either a mortar or a spatula, there is certainly hope for the legitimate pharmacist. Notwithstanding the millions of collars and cuffs that are sold by these same stores at from fifty cents to one dollar a dozen, there is no dearth of profitable gentlemen's furnishing goods stores, and nothing that these omnibus establishments have it in their power to do will ever decrease, to a perceptible degree, the popularity of the up-to-date pharmacy. A daily or a weekly visit to the latter is to many persons not a necessity but a pleasure.

ANOTHER ON THE DOCTOR.

The Boss. — Doctor Dosum must be working up a pretty good practice and getting up quite a name for himself.

The Boy Who Opens up in the Morning. — Why, are his prescriptions increasing rapidly?

The Boss. — It isn't that, but they are becoming more and more illegible.

Messrs. A. J. Amelotte & Co. have just opened a handsome pharmacy at 72 Southgate St., Worcester.

WHAT SOME DRUGGISTS DO.

Under this head we wish to publish each month short accounts of methods pursued by different druggists to attract trade and facilitate their business. Every druggist who thinks he has a way of doing any particular thing connected with his business that is different and better than the way followed by other druggists is earnestly requested to write and tell us about it, that his fellow pharmacists may have the benefit of his experience.

Mr. Judson B. Todd, the enterprising druggist of Ithaca, N. Y., announces to his fellow townsmen the following :

FEBRUARY WEDDINGS
AT THE
WEST END DRUG STORE.

Elder Flower, Officiating.

Miss An. Guintum	to	Mr. Al. Um,
" Mag. Nolia	to	" John S. Wort,
" Poly Gale	to	" Cal. A. Saya,
" Bell Wort	to	" Marsh Mallow,
" Daisy White	to	" Benj. Bash,
" Lily Root	to	" Bil. Berry,
" Rose Bush	to	" Hy. Drastis,
Anti Pyrine	to	Old Man Ganese.

WITNESSES.

Little Violet Blue,
" Master Wort,
Miss Lily Frog.
" Mary Bud,
" Uni Corn,
" Su March.

JUDSON B. TODD, Usher.

Some of the British apothecaries, according to *The Chemist and Druggist*, when fitting India rubber tubes to glass tubes, cut the end to be drawn over the tube as shown in the figure at the side, taking a hold of the sharp point to draw by. The tube should be moist to facilitate slipping.

Some druggists whose stores are supplied with electricity, place their electric ventilating fans, in the winter, in their windows and on the coldest days set them going. It is found that the current of air produced by their motion keeps the moisture from collecting and freezing on their windows. It is an inexpensive and perfectly safe method of accomplishing a much desired result and is said to work like a charm.

A CAUTIOUS CUSTOMER.

Nervous Old Man. — Are you a licensed pharmacist?

Proprietor. — I am.

Nervous Old Man. — A regular graduate from a school of pharmacy?

Proprietor. — From the finest school in the country, sir.

Nervous Old Man. — Have you a diploma?

Proprietor. — Certainly.

Nervous Old Man. — Would you mind letting me see it?

Proprietor. — With pleasure. This is it, hanging up here over the desk.

Nervous Old Man. — Ah, yes. Thank you very much. Well, you can let me have five cents' worth of gum arabic.

KEEP IT.

If there is a man with a narrower soul than he who will take from the post office a sample copy, carefully read it and then return it to the publisher, we don't know his name. If any druggist who receives THE SPATULA as a sample copy doesn't care for it, will he please to give it away, sell it with his old paper, give it to his children to cut the pictures out, or burn it, but please not to return it. We want his fifty cents as a subscriber, but if he can't afford to give it to us there is no way we can take it from him even though we should send him a thousand samples. A returned paper reminds a publisher too much of a bad penny. It smacks too, though perhaps not so intended, of a gratuitous insult.



THE STRUGGLE FOR PUBLICITY.

N. B. Nothing in this department is paid for, nor is any item intended to be either a "puff" or a "slap."

Schenck's Mandrake Pills, those patriarchs of pilldom, are to be again extensively advertised after July 1.

* *

The "Lanoline" toilet preparations "made in Germany" are being advertised with a good deal of taste in American papers.

* *

Bailey, the rubber man of Boston, is now advertising "Bailey's Rubber Bubble Blower." He everlastingly keeps at it.

* *

The Pabst Brewing Company is preparing \$40,000 worth of newspaper advertising, which is to be distributed during the current month.

* *

The Palisade Manufacturing Company, of Yonkers, N.Y., are advertising extensively in the magazines a new skin powder. They are using the pictures of famous beauties.

* *

Messrs. Armour & Company are showing a versatility in the construction of their newspaper advertisements which few firms could afford to imitate.

* *

The Cuticura people are doing a great deal for the encouragement of art in the United States. They employ only the best and the most original artists.

* *

The wrappers on some patent medicines for sale in the West direct their lonely users to 'repeat every five hours until the physician

arrives." If they survive several doses the doctor is allowed to complete the work.

* *

The seeding advertising season is "on" with the magazines, and this makes us wonder why more drug stores in small cities and towns do not make a specialty of handling rare and choice flower seeds and bulbs.

* *

The manufacturers of new pepsin tutti-frutti that is being advertised with the line "It aids Digestion," seems to be trying to appropriate some of the thunder that Beeman has bought, and honestly paid for.

* *

"Milking" is being advertised by the Dry Extract Company of Jonesville, Wis. Their ad. writer, after a night or two spent in biting his penhandle, finally discovered that "milk, meat, malt make milking."

* *

Delettrez, of Paris, is sending to druggists from his United States Branch, 41 Warren Street, New York, a new price list and an exquisitely perfumed circular. Notwithstanding the name there is nothing deleterious about the goods of this famous house.

* *

The Florence Manufacturing Company is one of the few concerns which furnish the class papers—formerly called trade papers—with advertising matter that is as artistic as that which they furnish the family and daily journals.



SAMPLE OF GOOD PEN AND INK WORK.

That many substantial firms believe it pays to advertise small things, is well show by the February *Ladies' Home Journal*, in which there are no less than three varieties of nipples prominently displayed, and at four dollars a line too.

The securing of human monstrosities to walk up and down the streets with placards on their backs is a method of securing publicity that should be suppressed by law. It is, moreover, so far as results are concerned, one of the poorest methods of advertising there is.

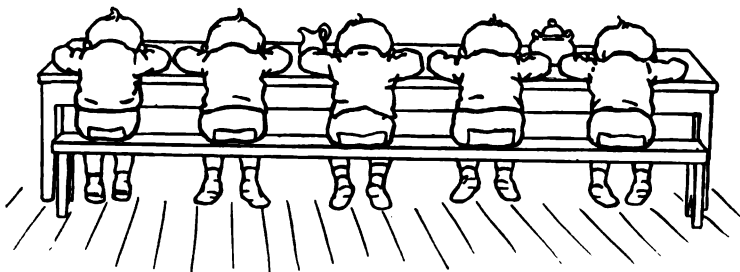
Mr. Emile Utard, 3 Union Square, New York, is giving to the children of the United States, through druggists, thousands of cards handsomely lithographed in ten colors.

Mr. E. A. Ranson, proprietor of the National Pharmacy, Montreal, is enterprising enough to be a Yankee. He has just published a brochure illustrating his establishment from top to bottom. Turning oneself inside out as it were, like this, gives a customer confidence, especially when one's interior is so handsome, neat and clean as is Mr. Ranson's.

The Pharmaceutical Club, of New York, have in preparation a handsome volume to be called "The Pharmaceutical Record." It will be "descriptive of the organization, purposes and benefits of the club and of the club house and its equipment."

Keasbey & Mattison, the manufacturers of "Bromo Caffeine," have filed in the United States Circuit Court bills of complaint against the numerous makers of other "bromo" preparations, claiming the word "bromo" as the essential part of their trade-mark, and alleging infringement by all others who use it in any form. They don't propose after having cleared the land and sowed the seed to let some one else do the harvesting.

Nearly all the cuts, either in the original etching or in electrotypes, used in THE SPATULA, are for sale at reasonable prices. Many of them are exceptionally well adapted for advertising purposes.



A TAIL-PIECE.

NEW AND FORTHCOMING PUBLICATIONS.



The *Canadian Druggist* has removed its office of publication from Strathroy to Toronto, Ontario.

Merck's Market Report gave evidence at the beginning of the year of its prosperity by increasing itself in size, by doubling the frequency of its appearance and by putting on a suit of "clean" clothes.

"Diphtheria Antitoxin-Shering" is the title of a 56-page pamphlet published by Messrs. Shering & Glatz, under date of January, 1895, in which will be found the latest information concerning this new and wonderful remedial agent.

The Chemist and Druggist for Jan. 26th, is the "Winter issue," and a marvel of trade journalism. We on this side of the water are apt to think, wherever an enterprise is concerned, we are always at the head of the procession. In this particular case we are a good way behind the band. Nothing like it is printed in America.

The J. B. Lippincott Company announce for publication March 1, "A Text Book of Chemistry," by Samuel P. Sadler, Ph. D., F. C. S., and Henry Trimble, Ph. M. It is to be a large, handsomely illustrated volume of 900 pages, and is to be sold for \$5.00.

The business end of a pharmacy is by no means the least important end. It is possible if some druggist knew less chemistry and more book-keeping and arithmetic they would be even more wealthy than they are. There is no royal road to the possession of this knowledge, but many valuable samples of what it is may be found in a little book called "Small Talk About Business," published by the Fremont Publishing Company, of Fremont, O. The book is filled with most excellent advice arranged in doses of about the same size as Carter's Little Liver Pills. Their effect is also cumulative.

Those druggists who do enough business to employ a typewriter will find the "Manual of Educational and Business Typewriting" by D. Kimball, a most excellent book to place in the hands of the fair operator. In the first place, it will teach her how to spell. Besides this, it will give her all the necessary information as to just how any particular letter should be written. Detailed and illustrated directions for the care and operation of all the principal varieties of typewriting machines are included. It is, moreover, a very handy book of reference for any business man. It is published by the author in Chicago, Ill., or may be obtained through the publishers of this magazine.

Every current work on pharmacy published in the United States will be furnished by us at the publishers' price. Where this amounts to \$2.00 or more, we will also include, when so desired, free of charge, a year's subscription to THE SPATULA. This is worth remembering.

BIG BUGS AND LITTLE BUGS.



ALOGUES are requested from all manufacturers and wholesalers whenever issued, that we may announce them and thus aid in their judicious distribution.

The Massachusetts courts have decided that the prescription books of a druggist are his private property.

A company has been organized in Detroit with a capital of \$100,000 for the purpose of making crackers containing pepsin.

The Theodore Metcalf Company, of Boston, is supplying the Massachusetts and Boston boards of health with diphtheria antitoxine free of charge.

Some of the 1 cent and 4 cent proprietary stamps which were first issued to J. C. Ayer & Co., are now valued at \$50 each. It might pay some druggists we know to look over their stock.

An English judge has very righteously held that "the stopping of teeth" is a necessary for his wife for which a husband is liable. It seems incredible that any one would ever carry such a question to the courts.

Mr. George W. Fosdick, who is one of the few men who have the reputation of having sold more soda fountains than anybody else in the world, is enjoying with Mrs. Fosdick a much needed rest at Maitland, Fla. Mr. Fosdick is a knight of the house of Tufts.

We regret to have to chronicle the death of one of the best-known characters connected with the establishment of the Weeks & Potter Company, Boston, after an active career of over twenty years. He was always on hand before anyone else in the morning and no other of the employees ever staid late enough to see him leave the store at night. *Resquiescat in pace.*

Mr. James W. Tufts, Mrs. Tufts and a party of friends are passing the disagreeable part of the winter at Maitland, Fla. Mr. Tufts had a rapid recovery from the severe surgical operation he was recently compelled to undergo and it is expected that his sojourn in the land of flowers will completely restore his health.

The bottle blowing business in England has been in the dumps for some time. The regulars struck some time ago on account of reduction of wages made necessary by foreign competition and the scabs who are now employed have to be housed and fed at the works. In the meantime the public suffers the consequences.


The suits brought by W. H. Shefflin & Company, of New York, against nineteen Maine druggists who were charged with selling phenacetine without the consent of the patentee, have been settled. The defendants have agreed to pay the costs of bringing the actions and also to remit 50 cents an ounce on all their sales of the drug.

The Formulary and Price List published by Messrs. Gilpin, Langdon & Co., of Baltimore, is well worth having, especially as it can be had for the asking.

Dr. A. H. Ohmann-Dumesnil, in an article in the *N. Y. Medical Journal* for Feb. 2, upon "The Gold Preparations in Some Skin Diseases and Syphilis," says: "In acne and eczema of a sub-acute or chronic character I have found arsenauro an invaluable adjuvant. On the other hand, in chronic eczema and in the later manifestations of syphilis mercauro has proved itself almost a specific, so much so that its administration was always attended by marked improvement, which ceased so soon as it was discontinued." As the doctor is acknowledged to be one of the best dermatologists in the United States, the company making these preparations should feel highly pleased at what he has to say. The sales of the compounds, druggists say, are increasing phenomenally.

WHAT'S NEW.

HARD RUBBER SCALE PAN.

 A hard rubber scale pan is something so simple and yet something so desirable that the wonder is it has never until now been manufactured. Druggists will find that it is less expensive than many pans now in use and that it has many other virtues to recommend it.

NEW ATOMIZER.

Although the family of improved atomizer is nearly as large as that of new car-couplers or as that of new washing-machines, there is, nevertheless, every now and then, an atomizer invented which has enough merits to make it a good seller. Such a one is the one we illustrate, and which is more fully described in a recent number of the *Druggist and Chemist* of England. Concerning the business part of the "spray producer" that journal says: "The pneumatic action is produced by a nickel cylinder which moves vertically upon a fixed and rigid piston, and goes with admirable smoothness, and produces a fine and continuous spray."



LIQUID H₂S.



THOSE pharmacists who have occasion to frequently use sulphuretted hydrogen will be pleased to know that a method has been discovered by which the perfume can be compressed into cylinders and sold and handled as if it were an ordinary liquid. Steel cylinders are made similar to the one we illustrate, into each of which is compressed 11 cubic feet of gas at atmospheric pressure. The receptacles have a resisting force of 1500 lbs. per square inch, though the actual pressure never

exceeds 300 lbs. The flow of the gas is regulated by the valve at the top. Druggists and others who have been in the habit of making their own H₂S from the sulphide of iron will appreciate this new method of obtaining the gas.

TABLET MACHINE.

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Ithaca, N. Y., Feb. 2, '95.




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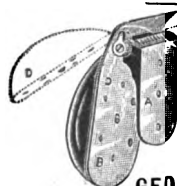
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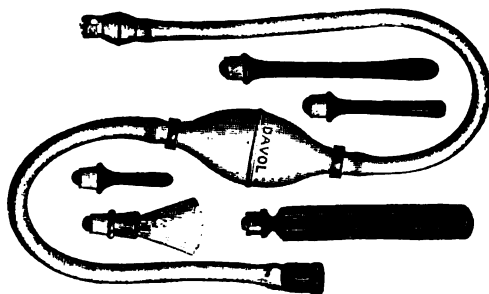
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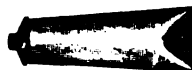
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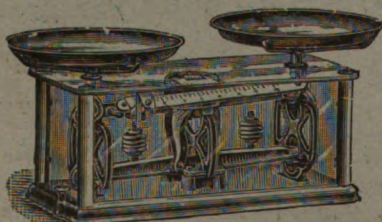
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